

Investors Survey Report

September, 2020

SURVEY OBJECTIVES

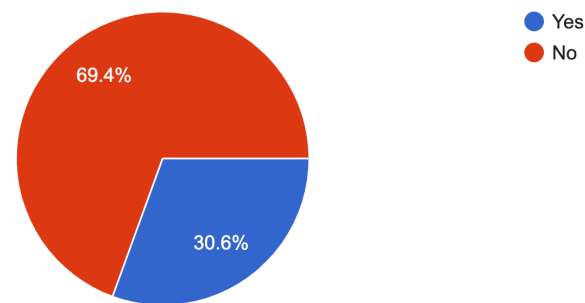
- Understanding Verde's investors profile and aligning their expectations with our vision of what the company can become, as it embarks on its next phase;
- Listening to both recent and long-term investors and perceiving points of improvement in the Company's communication.
- Explaining topics that are important for the Company's strategy and might not be clear to all the investors.

METHODOLOGY AND RESULTS

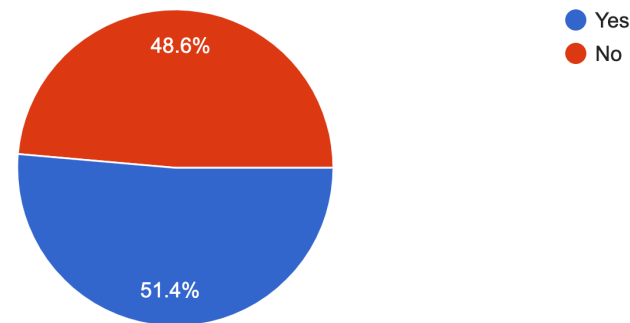
- 18 “yes or no” questions;
- 1 open question for comments and suggestions;
- 72 answers;
- Presentation of the “yes or no” questions results by area;
- The open questions will be answered in the Q3 2020 results presentation Q&A.

MARKET

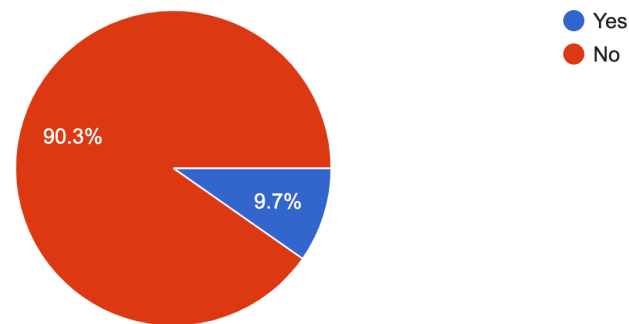
Do you know that Brazil ranks in 124th place in ease of doing business according to the World Bank?
72 responses



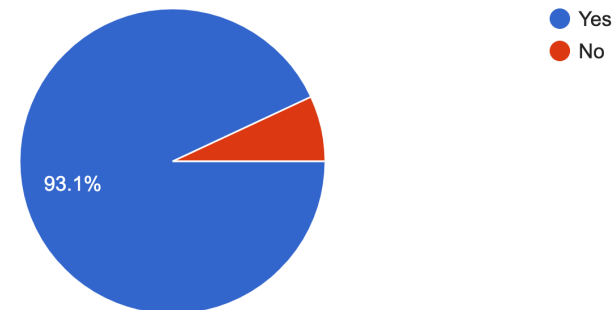
Do you understand the difficulties in operating in Brazil?
72 responses



Do you think it is easy developing a market for a new product like ours?
72 responses

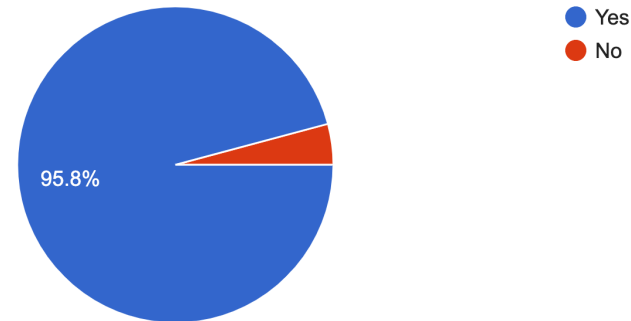


Can you cope well with the changes inherent to a business growing exponentially in a highly competitive market and in a volatile economy?
72 responses

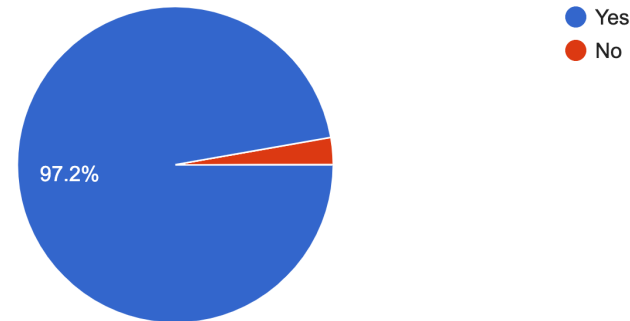


MARKET

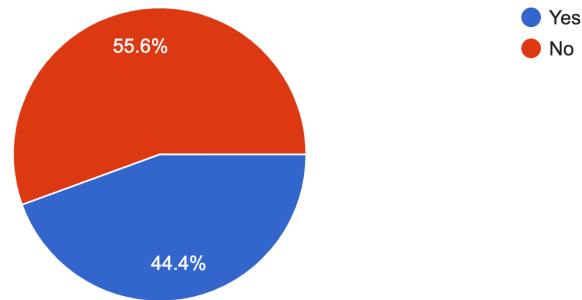
Do you like agriculture?
72 responses



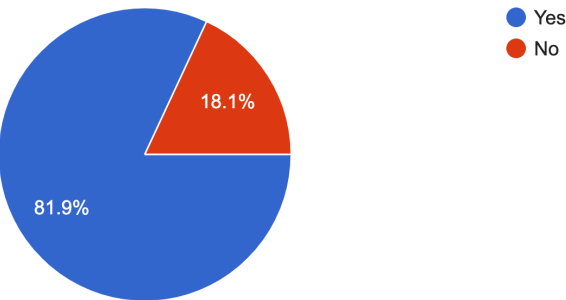
Do you understand farmers are conservative by nature?
72 responses



Do you understand Verde is a technology company?
72 responses



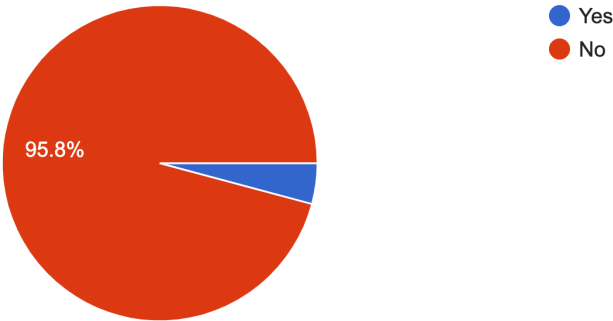
Are you looking to invest in a real-world technology company?
72 responses



STRATEGY

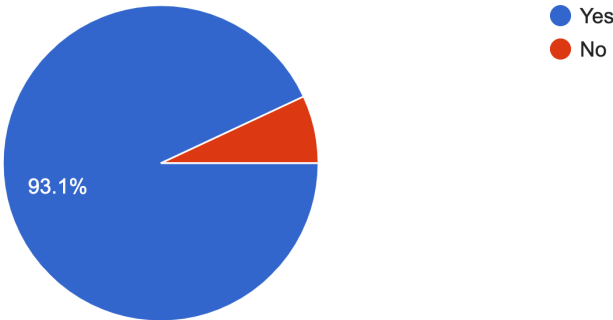
Do you expect us to sacrifice growth speed to pay dividends?

72 responses



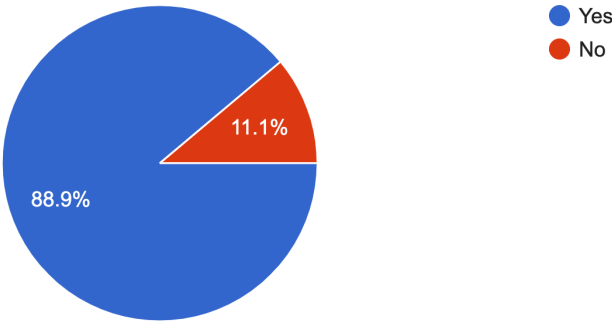
Do you understand we will favour debt to fund growth instead of issuing equity?

72 responses



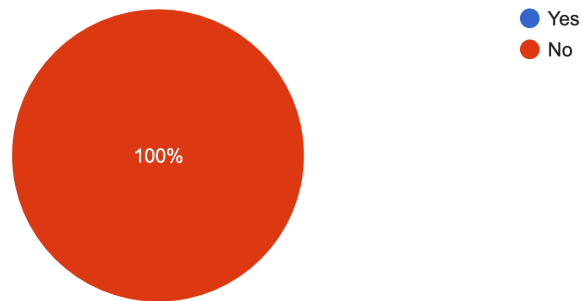
Do you understand Verde's long-term ambition?

72 responses

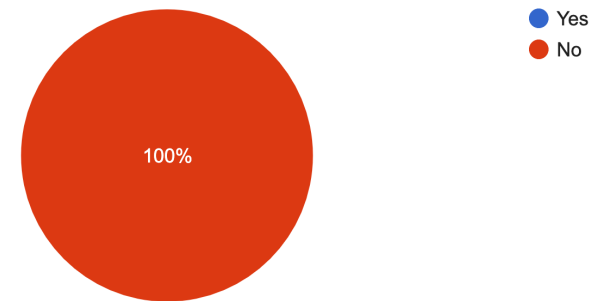


INVESTORS' PROFILE

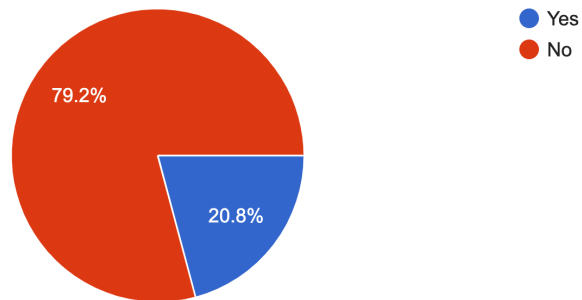
Are you a short-term trader?
72 responses



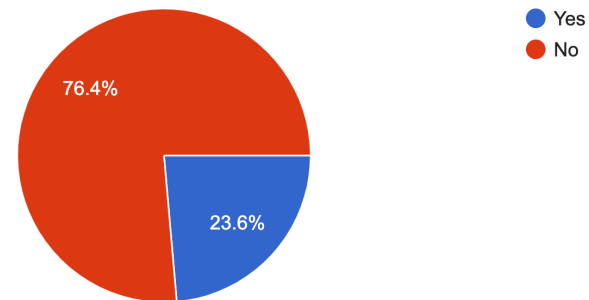
Are you just looking to make a quick buck?
72 responses



Are you a quarterly results junkie?
72 responses

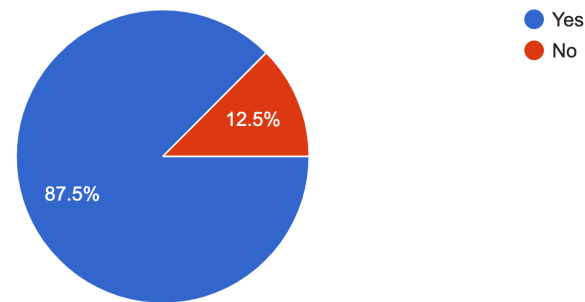


Are you risk averse?
72 responses

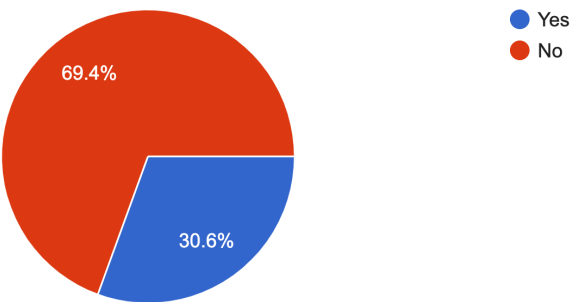


INVESTING WITH PURPOSE

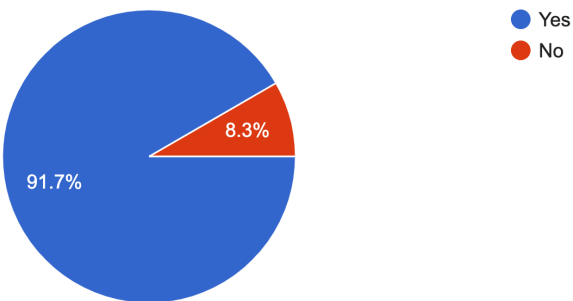
Do you care about helping Brazilian farmers protect the Amazon?
72 responses



Do you only care about making money?
72 responses



Do you understand how Verde can make you and the planet healthier?
72 responses





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